

The Weather Network is Looking for You... Now Hiring People with a Sunny Outlook

Benefits of working for Pelmorex /The Weather Network:

- Named one of Top 50 Best Managed Companies for the 3rd consecutive year
- Working with an innovative team of over 300 employees
- Keeping pace with the growth of technology, we offer unique integration of creativity, science and technology
- Leader in employment equity and diversity
- Dynamic, fast-paced environment, open-door philosophy
- State of the art facilities

Account Executive

*Pelmorex Broadcast Television Sales
Oakville, ON*

Responsibilities:

Achieve and/or exceed personal & team budgets for the fiscal year

Increase "new business" billings with Direct Clients

Source leads, prospect and obtain new business for TWN/MM and recommend/liaise with Web division re TWN/MM Online properties

Establish & strengthen relationships with all prospects, direct clients and agencies. Focus on buyer/planner/direct client relationship building

Contribute to the sales team as well as all other departments at PBS, Vancouver and Montreal

Assist in the development of integrated media packages for all Pelmorex media

Co-ordinate resources at TWN/MM in Toronto, Montreal and Vancouver to deliver commitments to clients

Identify, develop and execute opportunities to optimize advertising revenues for The Weather Network/MétéoMédia

Develop and implement sales strategies and presentations for all Pelmorex media properties.

Responsibilities and duties may evolve and change over time.

Due to the nature of this position there are occasional job related functions. Attendance at these functions is required.

Qualifications:

University Degree or College Diploma, preferably in Marketing and/or Sales.

A minimum of 2 years sales experience, preferably in media sales.

Competencies:

- Confidence, integrity, highly motivated team player, dynamic, organized and efficient with good judgment. Meticulous and versatile, able to perform several tasks at the same time while dealing

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with the unexpected. Above average written and verbal communication skills and excellent presentation skills. Good computer skills.

Qualified applicants should submit their resume to: *Human Resources*, Fax: 905-829-1332 or *email*: hr@pelmorex.com. Please quote: “**02-62**”. Pelmorex is committed to equity in the workplace. We thank all applicants for their interest, but only those selected for an interview will be contacted